

1 BILL NO. R-83-08-01

2 RESOLUTION NO. R- 47-83

3 A RESOLUTION APPROVING CERTAIN AGREEMENTS BETWEEN
4 THE CITY OF FORT WAYNE AND THE COMMUNITY AND DEVELOPMENT
5 CORPORATION, THE KEKIONGA DEVELOPMENT CORPORATION,
6 GUARANTEEING CERTAIN PAYMENTS BY USE OF CITY LIGHT
7 LEASE FUNDS OF THE COMMUNITY DEVELOPMENT CORPORATION
8 AND THE KEKIONGA DEVELOPMENT CORPORATION, APPROVING
9 THE PAYMENT OF CERTAIN EXPENSES AND LOAN REPAYMENTS,
10 APPROVING AN APPLICATION OF THE FORT WAYNE ECONOMIC
11 DEVELOPMENT COMMISSION TO THE INDIANA DEPARTMENT OF
12 COMMERCE FOR A LOAN OF \$200,000.00, APPROVING THE
13 APPLICATION BY THE CITY OF FORT WAYNE FOR A \$200,000.00
14 GRANT FROM THE STATE OF INDIANA, ALL IN RELATION TO THE
15 PURCHASE OF THE MERCURY MARINE BUILDING IN FORT WAYNE,
16 INDIANA, AND THE LEASE THEREOF TO MICRO SOURCE, INC.

17 WHEREAS, economic development within the City of Fort
18 Wayne is the goal of the City and this Common Council and is also
19 to the benefit of the citizens of the City of Fort Wayne and
20 constitutes a public purpose; and

21 WHEREAS, Micro Source, Inc., is desirous of moving its
22 operations to Fort Wayne, which move will result in the
23 employment of up to 150 or more people within one year; and

24 WHEREAS, creation of up to 150 or more jobs in one year
25 will improve the quality of life in Fort Wayne and is a worthy
26 public goal; and

27 WHEREAS, in order for Micro Source, Inc. to move to Fort
28 Wayne it is necessary to offer economic incentives, which include
29 guarantees, and grants; and

30 WHEREAS, the Community Development Corporation is a not-
31 for-profit corporation and is willing to purchase a building and
32 real estate and to sell said building and real estate to Kekionga
Development Corporation, also a not-for-profit corporation, which
will lease said building to Micro Source, Inc.; and

WHEREAS, the Community Development Corporation is
willing to loan Micro Source, Inc. One Million Dollars
(\$1,000,000.00) for working capital; and

WHEREAS, the purchase of the building by Kekionga

1 Development Corporation will require issuance of a One Million
2 Dollar (\$1,000,000.00) economic development bond; and

3 WHEREAS, there are other expenses and costs which the
4 City, the Community Development Corporation, and the Kekionga
5 Development Corporation are willing to assume in order to assist
6 Micro Source, Inc.'s move to Fort Wayne; and

7 WHEREAS, it is necessary in order for the Community
8 Development Corporation to purchase the building and for the
9 Kekionga Development Corporation to repurchase the building and
10 to issue bonds that the City guarantee a mortgage and the
11 payments on the bonds; and

12 WHEREAS, the Fort Wayne Economic Development Commission
13 on behalf of the City desires to borrow Two Hundred Thousand
14 Dollars (\$200,000.00) from the Indiana Department of Commerce and
15 apply for a grant of Two Hundred Thousand Dollars (\$200,000.00)
16 from the State of Indiana and it will be necessary for the City
17 to repay the Two Hundred Thousand Dollar loan; and

18 WHEREAS, it is necessary for the City to enter into cer-
19 tain agreements and indemnifications with the Community
20 Development Corporation regarding the purchase of the building;

21 NOW THEREFORE BE IT RESOLVED by the Common Council of
22 the City of Fort Wayne:

23 SECTION 1. The City of Fort Wayne, in order to induce
24 Micro Source, Inc. to move its operations to Fort Wayne, hereby
25 agrees and resolves that it will guarantee the payment of a Nine
26 Hundred Thousand Dollar (\$900,000.00) mortgage by the Community
27 Development Corporation, and partially by Kekionga Development
28 Corporation, to Brunswick Corp., or its assignees, said guarantee
29 to be from the City Light Lease revenues and to be in such form
30 as the City Attorney shall approve;

31 SECTION 2. The City of Fort Wayne further agrees and
32 resolves to guarantee, out of City Light Lease revenue, repayment

1 of a One Million Dollar (\$1,000,000.00) development bond to be
2 issued by the City of Fort Wayne on application of Kekionga
3 Development Corporation, which bond shall be for the purpose of
4 Kekionga Development Corporation purchasing the Mercury Marine
5 Building from the Community Development Corporation, and said
6 guarantee shall be in such form as the City Attorney shall
7 approve;

8 SECTION 3. The City of Fort Wayne and this Common
9 Council, having reviewed a proposed Agreement between the City of
10 Fort Wayne and Community Development Corporation, a copy of which
11 is attached hereto, is a part hereof, as Exhibit "A", hereby
12 approves said Agreement and authorizes its execution by the
13 Mayor;

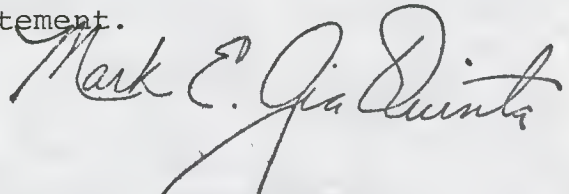
14 SECTION 4. The City of Fort Wayne and this Common
15 Council, having reviewed a Letter of Indemnification, which
16 Letter of Indemnification is attached hereto, is a part hereof,
17 as Exhibit "B", approves same and authorizes its execution by the
18 Mayor;

19 SECTION 5. The City of Fort Wayne and this Common
20 Council agree and resolve that the City shall pay from revenue
21 sharing and Community Development Block Grant Funds and UDAG
22 repayments the following monies by expenses and shortfalls
23 including building renovation, bond and state loan repayments,
24 and other expenses: revenue sharing, \$200,000.00, Community
25 Development Block Grant, \$227,320.00, Essex UDAG repayment,
26 \$361,933.00; the payments authorized herein do not limit the abi-
27 lity of the Department of Economic Development to use other funds
28 appropriated for economic development to further assist Micro
29 Source, Inc.;

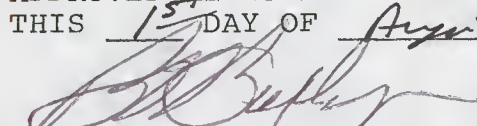
30 SECTION 6. The City of Fort Wayne and this Common
31 Council authorize the Fort Wayne Economic Development Commission
32 to apply for a grant of Two Hundred Thousand Dollars
(\$200,000.00) and a loan of Two Hundred Thousand Dollars

1 (\$200,000.00) from the State of Indiana, Department of Commerce,
2 said monies to be distributed to the Community Development
3 Corporation pursuant to the Agreement attached hereto as Exhibit
4 "A" and the City agrees that it will repay the loan to the State
5 of Indiana;

6 SECTION 7. The City of Fort Wayne and this Common
7 Council agree that upon application by Micro Source, Inc. that
8 the City will grant tax abatement for machinery and equipment
9 which qualifies for said tax abatement.

10 
11
12 _____
COUNCILMAN

13 APPROVED AS TO FORM AND LEGALITY
14 THIS 15th DAY OF August, 1983.

15 
16 _____
Bruce O. Boxberger, Corporation Counsel

AGREEMENT

THIS AGREEMENT made and entered into this _____ day of July, 1983, by and between the City of Fort Wayne, Indiana, ("City"), and the Community Development Corporation of Fort Wayne, ("CDC").

WITNESSETH:

WHEREAS, the CDC is willing to purchase from Brunswick Corporation (hereinafter referred to as "Brunswick"), real estate located at 1818 Research Drive, Fort Wayne, Indiana to assist in bringing Micro Source, Inc. and its manufacturing operation to Fort Wayne; and

WHEREAS, the total purchase price for said property, will be One Million Four Hundred Thousand Dollars (\$1,400,000.00), payable as follows: the sum of Five Hundred Thousand Dollars (\$500,000.00) shall be paid to Brunswick at closing and the balance of the purchase price, Nine Hundred Thousand Dollars (\$900,000.00) shall be evidenced by a promissory note and secured by a first mortgage on the real estate (the promissory note shall be amortized on a Ten (10) year term at 11% interest and shall require a balloon payment at the end of five (5) years, and shall require monthly payments in the amount of (\$12,398.40) and

WHEREAS, the CDC shall then sell the real estate to Kekionga Development Corporation ("Kekionga"), at the same purchase price as was paid by CDC to Brunswick; however, the purchase price shall be paid as follows: the sum of Eight Hundred Thousand Dollars (\$800,000.00) shall be paid to CDC and the balance of the purchase price shall be paid by the assumption of the final Six Hundred Thousand Dollars (\$600,000.00) owing to Brunswick by CDC; and

WHEREAS, the proceeds from the sale to Kekionga shall be loaned to Micro Source as an unsecured working capital loan (together with an additional Two Hundred Thousand Dollars (\$200,000.00) to be secured from the City), to be repaid by Micro Source within Five (5) years; and

WHEREAS, to accomplish the purchase of the above-described real estate, it will be necessary for the CDC to borrow Five Hundred Thousand Dollars (\$500,000.00) to pay the initial downpayment to Brunswick, of which Seventy Thousand Dollars (\$70,000.00) must be submitted as an earnest money deposit to Brunswick upon submission of the Offer to Purchase; and

WHEREAS, in order to meet Micro Source's physical requirements of the building, it will be necessary to air condition the assembly area of the building, which is estimated to cost Two Hundred Thousand Dollars (\$200,000.00),

NOW, THEREFORE, IT IS AGREED:

1. CDC shall purchase the above-described real estate from Brunswick for One Million Four Hundred Thousand Dollars (\$1,400,000.00). The City shall loan to CDC the funds necessary to pay the required downpayment of Five Hundred Thousand Dollars (\$500,000.00). It is understood by the CDC that the City shall secure the downpayment money from the following sources:

State of Indiana Development Grant	\$200,000.00
State of Indiana Development Loan	200,000.00
Federal Block Grant Funds	<u>100,000.00</u>
	\$500,000.00

provided, however, that the commitment by the City to fund the downpayment on the real estate shall ~~not~~ be contingent upon the City obtaining those specific funds from the above-listed sources. The City agrees to advance, upon execution of this agreement, the earnest money as required by CDC's Offer to Purchase, the terms of which are incorporated herein by reference.

2. The CDC shall contract to provide the necessary interior modifications as required by Micro Source, including but not limited to, air conditioning in the assembly area of the building. The City shall loan to CDC any and all monies needed to pay for those interior modifications required by Micro Source.

3. With respect to the working capital loan being made by CDC to Micro Source, it is the understanding of the parties that said loan is committed in the principal amount of One Million Dollars (\$1,000,000.00). Because the expected net cash flow from the sale of the real estate to Kekionga will be approximately Eight Hundred Thousand Dollars (\$800,000.00), the City agrees to loan to CDC that amount of funds necessary so that, together with the net cash flow from the sale to Kekionga, the CDC will have sufficient cash to honor its loan commitment.

4. Because the CDC anticipates a cash flow shortage in the first year after the building is purchased, as a result of the six (6) month deferral granted Micro Source with respect to the repayment of the unsecured working capital loan, the City agrees to loan those funds necessary to meet CDC's obligations relative to the purchase of the real estate, including, but not limited to, repayment of the Brunswick promissory note.

5. It is expected that CDC will secure, as part of its working capital loan, some form of equity participation in Micro Source. It is agreed by CDC that any profits realized by the CDC as a result of this equity participation shall be assigned to the City for use in promoting economic development. It is understood that the City may permit CDC to retain such profits to finance additional funding programs, but such funds shall belong to the City in accordance with past funding agreements executed between the City and CDC.

6. The CDC does hereby agree to sign any and all necessary documents, in the future, to carry out the terms and conditions hereof.

IN WITNESS WHEREOF, this Agreement has been signed, the date, month and year first above written.

CITY OF FORT WAYNE INDIANA

BY:

Winfield C. Moses, Jr., Mayor
City of Fort Wayne, Indiana

COMMUNITY DEVELOPMENT CORPORATION

BY:

Barbara B. Daniel, President

LETTER OF INDEMNIFICATION

THIS LETTER OF INDEMNIFICATION is made and entered into this _____ day of July, 1983, by and between the City of Fort Wayne, Indiana, ("City") and the Community Development Corporation of Fort Wayne, ("CDC").

WITNESSETH:

WHEREAS, the CDC has executed, on even date herewith, an agreement between the parties to this Letter of Indemnification, pursuant to which the CDC will acquire from the Brunswick Corporation, ("Brunswick") certain real estate located at 1818 Research Drive, Fort Wayne, Indiana with funds borrowed from City; and

WHEREAS, the agreement executed of even date herewith sets forth the CDC's repayment obligations with respect to the funds borrowed from the City; and

WHEREAS, the CDC is participating in the acquisition of the Brunswick real estate in order to assist the community in securing Micro Source's production facilities in our area,

NOW THEREFORE, IT IS AGREED:

1. That with respect to monies loaned to the CDC the City understands and agrees that the CDC will not be liable for the repayment of the monies borrowed, except to the extent of any collateral that may be pledged to the CDC;
2. That the CDC's ability to repay the promissory note to Brunswick and the loans made by the City is dependent upon repayment of the unsecured working capital loan made to Micro Source.
3. That the City shall indemnify and hold CDC harmless against any and all claims and liability arising out of CDC's purchase of the Brunswick real estate, and all loans made by City pursuant to the agreement executed of even date herewith, which indemnification shall include, but not be limited to, payment of all reasonable attorney fees incurred by CDC in defending such claims.
4. The CDC shall cooperate in every way possible to assist the City in collecting the monies loaned pursuant to the agreement executed of even date herewith.

IN WITNESS WHEREOF, this Letter of Indemnification has been signed, the date, month and year first above written.

CITY OF FORT WAYNE, INDIANA

BY:

Winfield C. Moses, Jr., Mayor
City of Fort Wayne, Indiana

COMMUNITY DEVELOPMENT CORPORATION
OF FORT WAYNE

BY:

Barbara B. Daniel, President

Read the first time in full and on motion by _____, seconded by _____, and duly adopted, read the second time by title and referred to the Committee _____ (and the City Plan Commission for recommendation) and Public Hearing to be held after due legal notice, at the Council Chambers, City-County Building, Fort Wayne, Indiana, on _____, 19____, the _____ day of _____, at _____ o'clock _____ M., E.S.T.

DATE: _____

CITY CLERK

Read the third time in full and on motion by Mrs. Junta, seconded by Dolan, and duly adopted, placed on its passage. PASSED (~~LOST~~) by the following vote:

	<u>AYES</u>	<u>NAYS</u>	<u>ABSTAINED</u>	<u>ABSENT</u>	<u>TO-WIT:</u>
<u>TOTAL VOTES</u>	<u>7</u>	_____	_____	<u>2</u>	_____
<u>BRADBURY</u>	<u>✓</u>	_____	_____	_____	_____
<u>BURNS</u>	<u>✓</u>	_____	_____	_____	_____
<u>EISBART</u>	<u>✓</u>	_____	_____	_____	_____
<u>GiaQUINTA</u>	<u>✓</u>	_____	_____	_____	_____
<u>SCHMIDT</u>	_____	_____	_____	<u>✓</u>	_____
<u>SCHOMBURG</u>	<u>✓</u>	_____	_____	_____	_____
<u>SCRUGGS</u>	<u>✓</u>	_____	_____	_____	_____
<u>STIER</u>	_____	_____	_____	<u>✓</u>	_____
<u>TALARICO</u>	<u>✓</u>	_____	_____	_____	_____

DATE: August 1, 1983.

Sandra E. Kennedy
- CITY CLERK

Passed and adopted by the Common Council of the City of Fort Wayne, Indiana, as (ZONING MAP) (~~GENERAL~~) (~~ANNEXATION~~) (~~SPECIAL~~) (~~APPROPRIATION~~) ~~ORDINANCE~~ (RESOLUTION) NO. Q-47-83 on the 1st day of August, 19 83.

ATTEST:

(SEAL)

Sandra E. Kennedy

CITY CLERK

Ray A. Ebert

PRESIDING OFFICER

Presented by me to the Mayor of the City of Fort Wayne, Indiana, on the 2nd day of August, 19 83, at the hour of 10:30 o'clock A. M., E.S.T.

Sandra E. Kennedy

CITY CLERK

Approved and signed by me this 2nd day of August, 19 83, at the hour of 1 o'clock P. M., E.S.T.

Win Moses, Jr.
WIN MOSES, JR. - MAYOR

BILL NO. R-83-08-01

REPORT OF THE COMMITTEE ON

Finance

WE, YOUR COMMITTEE ON Finance TO WHOM WAS REFERRED AN
~~ORDINANCE~~ RESOLUTION APPROVING CERTAIN AGREEMENTS BETWEEN THE CITY OF
FORT WAYNE AND THE COMMUNITY AND DEVELOPMENT CORPORATION, THE KEKIONGA
DEVELOPMENT CORPORATION, GUARANTEEING CERTAIN PAYMENTS BY USE OF CITY
LIGHTS LEASE FUNDS OF THE COMMUNITY DEVELOPMENT CORPORATION AND THE
KEKIONGA DEVELOPMENT CORPORATION, APPROVING THE PAYMENT OF CERTAIN
EXPENSES AND LOAN REPAYMENTS, APPROVING AN APPLICATION OF THE FORT WAYNE
ECONOMIC DEVELOPMENT COMMISSION TO THE INDIANA DEPARTMENT OF COMMERCE FOR A
LOAN OF \$200,000.00, APPROVING THE APPLICATION BY THE CITY OF FORT WAYNE
FOR A \$200,000.00 GRANT FROM THE STATE OF INDIANA, ALL IN RELATION TO THE
PURCHASE OF THE MERCURY MARINE BUILDING IN FORT WAYNE, INDIANA, AND THE
LEASE THEREOF TO MICRO SOURCE, INC.
HAVE HAD SAID ORDINANCE UNDER CONSIDERATION AND BEG LEAVE TO REPORT
BACK TO THE COMMON COUNCIL THAT SAID ORDINANCE Do PASS.

MARK E. GIAQUINTA, CHAIRMAN

Mark E. Giaquinta

JAMES S. STIER, VICE CHAIRMAN

JANET G. BRADBURY

Janet G. Bradbury

SAMUEL J. TALARICO

Samuel J. Talarico

DONALD J. SCHMIDT

PAUL M. BURNS

SAMUEL J. TALARICO

BEN A. FISBART

VICTOR L. SCRUGGS

Paul M. Burns

Concurred in 8-1-83

MICRO SOURCE, INC. PROJECT

I. Project Description

The company known as Micro Source, with assistance from the City of Fort Wayne through various non-profit development corporations and the Indiana Department of Commerce, is committed to locating its assembly operation in Fort Wayne. Up to 200 jobs will be created in the first year with a potential of 600-900 total jobs after two years.

Micro Source develops, manufactures and markets portable and transportable, configurable micro computer systems. The company was organized in 1980.

Micro source will locate its operation in a 64,000 sq. ft. vacant industrial facility at Interstate Industrial Park contiguous to Interstate 69. The building is presently owned by the Brunswick Corporation.

II. Project Costs

Building Acquisition.....	\$1,400,000
Building Renovation (est.).....	\$ 200,000
Machinery & Equipment and Leasehold Improvements.....	\$1,400,000
Working Capital/Inventory.....	\$3,500,000
	\$6,500,000

Note: approximately \$1,000,000 of equity has been put into Micro Source by a group of investors "Hi Tech" and an additional \$1,000,000 will go into the company as a result of an R & D syndication in August and October 1983. These additional funds will be used for research and development.

III. Source of Financing for Costs

A. Building Acquisition - \$1,400,000

The City of Fort Wayne will loan \$500,000 to the non-profit Community Development Corporation (CDC). The CDC will acquire the Brunswick Building with \$500,000 cash down and the Brun-

swick Corp will take back a mortgage for \$900,000 guaranteed by City Light Lease Payments on the mortgage will be amortized at 11% for 10 years with a 5 year balloon. The \$500,000 from the City will come from the following:

1. Revenue Sharing Account - \$100,000
2. State Industrial Development Grant - \$200,000
3. State Industrial Development Loan - \$200,000
(5% for 10 years.)

B. Building Renovation - \$200,000 (estimate)

The City of Fort Wayne, through the CDC, will finance the renovation which includes air conditioning and minor interior alterations. Funds will come from:

1. Revenue Sharing - \$100,000 (1983 Budget)
2. CDBG - \$100,000 (1983 Jobs Bill Funds)

C. Machinery and Equipment and additional leasehold improvements - \$1,400,000

Bank loan with a 75% guarantee from the State Employment Development Council.

\$1,050,000 - guaranteed bank loan
\$ 350,000 - unguaranteed bank loan

D. Working Capital - \$3,500,000

1) In order to generate funds for working capital, a second non-profit group, the Kekionga Development Corporation, will acquire in September, 1983, the Brunswick building from the CDC. Acquisition price will be \$1,400,000. Financing will come from a \$1,000,000 industrial revenue bond guaranteed by City light lease funds and sub-assumption of the existing Brunswick mortgage.

With approximately \$1,000,000 in cash from the sale of the Brunswick building, the CDC will loan \$1,000,000 to Micro Source at 5% for 5 years. Equal amortized monthly payments will begin after 6 months. When Micro Source goes public, this loan will be paid off.

In return for the unsecured working capital loan, the City is requiring that warrants be attached to the loan amounting to \$1,600,000 at the time of public sale. Additionally, at the time of public sale, Micro Source will acquire the building for a nominal price.

2) Bank loan of \$2,500,000 on receivables & inventory.

IV. Additional Incentives

- A. Tax Abatement - 5 years on machinery
- B. Training assistance - State training programs and local programs to be negotiated.

PROJECT IMPACT

Jobs

200 - 1984

600-900 - 1986

Types of Jobs

-clerical
-assembly

-engineering
-technicians

Ratio of City (Direct dollars) to Private Dollars

\$789,253 : \$4,900,000 or 1:6.2

Benefit to Tax Base

This project will take an industrial building off the market that has been vacant for over 2 years.

Property taxes, estimated to be \$12,642/year will be paid by Micro Source and after 5 years, full taxes will be paid on the machinery and equipment.

Economic Development Goals

1. Diversify the industrial base
2. Act as a catalyst to attract similar companies and supplies
3. Benefit to existing companies and their potential to be suppliers

Total Financial Exposure by Source of Funds

-City of Fort Wayne-

1. City Light Lease Guarantee - \$1,900,000
 2. General Revenue Sharing - \$200,000
(presently budgeted for Economic Development - 1983)
 3. Community Development Block Grant - \$227,320
 - 1983 - \$100,000 (building renovation)
 - 1984 - \$ 25,464 (State loan repayment)
 - 1985 - \$ 25,464 (State loan repayment)
 - 1986 - \$ 25,464 (State loan repayment)
 - 1987 - \$ 25,464 (State loan repayment)
 - 1988 - \$ 25,464 (State loan repayment)
 - 1989-93 - \$127,320 (State loan repayment)
 4. Sale of Essex UDAG note - \$361,933
 - 1983 - \$263,944 - grant to CDC for working capital and shortfalls
 - 1984 - \$ 64,917 - mortgage and bond payment shortfalls
 - 1985-88 - \$ 33,072 - mortgage and bond payment shortfalls
-
- \$2,816,573 - Total City Exposure
- 200,000 - State Grant
- \$3,016,573 - Total Public

State Involvement

1. State Industrial Development Grant Fund - \$200,000
2. State Industrial Development Loan Fund - \$200,000
3. 75% loan guarantee on machinery and equipment - \$1,050,000 guarantee
4. Training funds - \$250,000

Total: \$1,700,000

Private Financial Involvement (initial)

1. Equity - \$2,000,000
2. Machinery and Equipment loan - \$1,400,000
3. Working Capital loans - \$3,500,000

Total: \$4,900,000

MICRO SOURCE INC.

P. O. BOX 319
NEW LEBANON, OHIO 45345
(513) 687-1395

2711 VALLEY VIEW LANE
SUITE 103
FARMERSBRANCH, TX 75234
(214) 243-4497

July 26, 1983

Mayor Win Moses
Ninth Floor
City-County Building
Ft. Wayne, IN 46802

Dear Mayor Moses:

I would like to take this opportunity to thank you for the help and consideration which Micro Source Inc. has received over the past several weeks from yourself and all of the City staff as we have worked together in an effort to provide for the possibility of our company moving its home office and production facility to Ft. Wayne. It would seem that we are now at the point, subject to all of the understandings falling into place, that Micro Source Inc. will be moving to Ft. Wayne. As has been previously discussed we will be moving approximately 20 to 25 people to Ft. Wayne and anticipate that within 12 months thereafter we will have approximately 180 to 200 employees there.

It is my understanding that Ft. Wayne is moving forward in the acquisition of the 64,000 square feet Brunswick Corporation building at 1818 Research Drive. Also, plans for the necessary remodeling to meet our needs are progressing.

As you know there are a number of other matters which must still fall into place including those with the State of Indiana, the City of Ft. Wayne and your local banks. We will be working together over the next week or so to resolve all of the understandings so that the final decision can be completed.

Again, thank you for your interest and assistance. We certainly look forward to a long and fruitful relationship.

Very truly yours,

MICRO SOURCE INC.



J. Robert Gross
Executive Vice President

JRG:cap

PURDUE UNIVERSITY

BUSINESS AND INDUSTRIAL DEVELOPMENT CENTER

July 14, 1983

Mayor Win Moses
Ninth Floor
City-County Building
Ft. Wayne, IN 46802

Dear Mayor Moses:

At the request of Kathy Moses, of your staff, I am writing you about Microsource, Inc. currently of New Lebanon, OH. In the next few weeks it appears as though several groups are going to be making decisions regarding the location of Microsource, Inc., in Ft Wayne. Therefore, I am going to summarize my observations from a visit that David Bowell, of the Indiana Department of Commerce, and I made to the office of Mayor Henry Nanz of Lawrenceburg, IN, on June 20, 1983. At that visit several representatives of Microsource conducted a demonstration of microcomputer equipment that they manufacture. I will limit my remarks to the technical aspects of the company since, I understand, that you have complete financial information on them from other sources.

Microsource manufactures a line of portable computers that were originally targeted for the industrial market. They feature rugged construction and a modular design approach that permits a basic computer in the line to "grow" into higher end computers. Their machines are designed around the STD buss which is probably the most popular industry standard. There are several independent companies that manufacture boards to the STD standard; therefore, a Microsource computer owner has access to a wide variety of boards for special configurations. The Microsource computers can be purchased with built-in floppy disk and hard disk drives. They are the only portable computers, that I know of, that are available with hard disk drives installed in the machine frame. Their machines come with a large assortment of software that is included in the purchase price. For example, their standard package includes a word processor and and electronic spread sheet. Additionally, their computers can be operated under the UNIX operating system, widely used at Purdue and elsewhere, as one of the available options.

They are developing a new line of machines that is targeted at the home computer market. This line is also "growable" so that a purchaser does not find his machine obsoleted soon after starting to use the machine. It will compete with Kaypro and Osborne. Note that Osborne is having trouble with their latest addition to their line; this makes them vulnerable to competition from a new, well-designed machine.

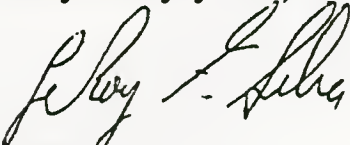


Engineering Administration Building
West Lafayette, Indiana 47907
(317) 494-5858

In summary, I feel that Microsource has three basic unique features in their product line: a hard disk memory in a portable computer, a flexible "growable" architecture, and a rugged mechanical structure. I feel that they will, if they have prudent financial management, become a strong third force in the portable computer market. The company management has impressive technical credentials that indicate, to me, their ability to out think their competition.

Please contact me if further detail is required.

Very truly yours,

A handwritten signature in dark ink, appearing to read 'LeRoy F. Silva', written in a cursive style.

LeRoy F. Silva
Director
Ball Brothers Professor of Engineering

LFS/cs

cc B. Bosworth, IDOC
D. W. Howell, IDOC
J. Davis, IDOC
K. Moses, City of Ft. Wayne

LAND 1,138 feet of frontage on Interstate
69 at interchange with US 27 & SR 3 just
off US 30, US 33 and US 24.

TOTAL LAND SIZE 13.3 Acres

BLDG. DIMENSIONS

Overall: 200' x 320'
Office: 40' x 80'
20' x 60'
20' x 44'
10'8" x 20'8"

Enclosed Truck Loading Area 40' x 80'
Mezzanine Storage Areas: 4,100 sq. ft.
@ 150 lbs/sq. ft.; 220 sq. ft. @
125 lbs/sq. ft. floor load.
Shop Foreman's Office 220 sq. ft.
Fireproof Rooms 15' x 45'
Net Ground Floor Mfg/Whse area
55,280 sq. ft.

CONSTRUCTION DATE 1971

CONSTRUCTION

Floors: Mfg/Whse 6" 3000 PSI concrete
with 6" x 6" x #6/#6 wire mesh
Office 5" concrete 6" x 6" x #10/#16
wire mesh
Walls: 8" x 8' prestressed concrete
Roof: 20 GA metal deck covered with a
1 1/16" rigid insulation topped with
20 year bondable built-up roof. Live
Load 30 PSF

CEILING HEIGHTS 23 feet to eaves - 21 feet
clear under truss

COLUMN SPACING 40' x 40'

TRUCK LOADING 40' x 80' indoor, 3 bays
All exterior and interior doors have
power lifts. Kelly load levelers.

ELECTRICAL SERVICE 480/277 Volt, 600 amps.
4 wire.

HEAT

Office: Rooftop Gas forced air and
central air conditioning.
Whse/Mfg: 15 suspended gas forced air
unit heaters.

FANS

24 speed controlled paddle fans
4 two horsepower exhaust fans

AT GRADE DRIVE-IN DOORS 2 - 12' wide 14'
high
1 - 8' x 8'

UTILITIES

City Water: 8" entrance main from 12" at
street with approximately 2,660 gal.
per minute at 49 PSI.
City Sewer: 4" cast iron to 10" at
street.
Northern Indiana Public Service Company
natural gas
Indiana & Michigan Electric Company

ZONING M-2 General Industrial & M-3 Heavy
Industrial.

PARKING Approximately 21,500 sq. ft.
stripped for 48 cars.

TAXES PAYABLE 1982 \$12,641.59

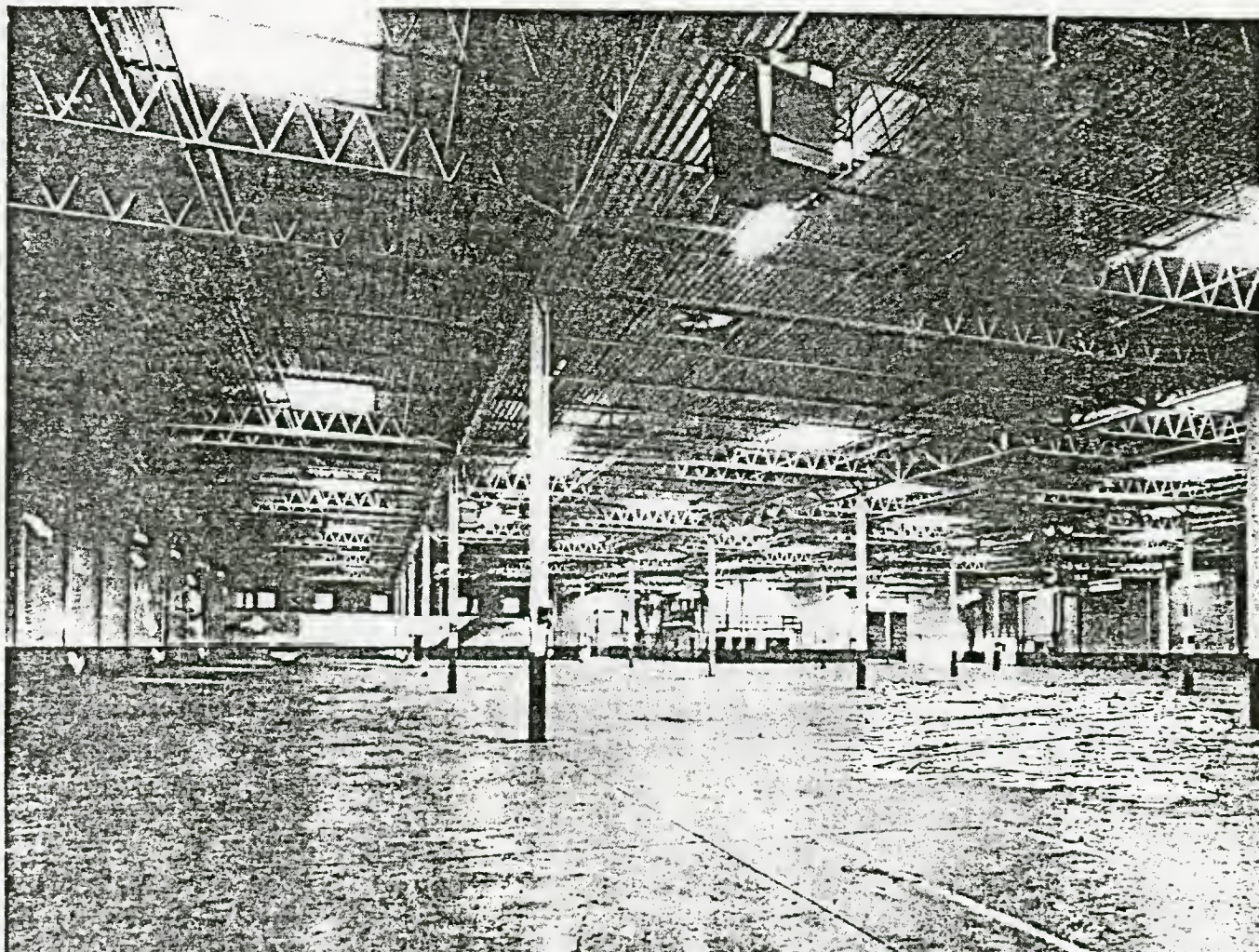
ASSESSED VALUES Land: \$72,200
Improvements: \$110,300.00

SKYLIGHTS 62 Clear domed in whse area

SPRINKLER SYSTEM wet system throughout
entire building 8" main with (2) 8"
risers

ALARM SYSTEM ADT

SOIL BEARING 2000 PSF



MICRO SOURCE, INC.

BUSINESS PLAN

Micro Source, Inc.
New Lebanon, Ohio
July 1, 1983

MICRO SOURCE, INC.

BUSINESS PLAN

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1. SUMMARY

Micro Source, Inc. ("Micro Source") develops, manufactures and markets portable and transportable, configurable micro computer systems. The company was organized in 1980, with its initial revenues from R&D contracts with U.S. Steel, Smith & Wesson and South College. Additional R&D funding was obtained through SBA and MESBIC loans.

Initial development of the M6000 series of computers was completed in May, 1982 with delivery of production models to customers beginning in October, 1982. About 300 systems have been shipped to such customers as the U.S. Army Support Center, General Electric, Westinghouse, Litton Industries and Xerox Corporation.

Needs for additional capital led the organizers of Micro Source to seek new investments in the company. In March, 1983, a private investment group, Hi-Tech Investments Group, Inc. ("Hi-Tech"), secured a right to acquire 42% of the stock of Micro Source, through merger, in exchange for funds used to (i) stabilize the company's financial situation; and (ii) provide additional working capital. Hi-Tech provides management, financial and business counsel to Micro Source. It is intended that Hi-Tech Investment and Micro Source will merge in August, 1983; after the merger, shareholders in Hi-Tech shall own forty-two (42%) percent of the issued and outstanding common stock of Micro Source.

Key management at Micro Source is provided by a group of experienced business executives and managers who have, for the most part, been recruited since March, 1983. The two originators/inventors have been freed of the constraints of day-to-day administrative work to concentrate on Research and Development, their areas of greatest expertise.

Micro Source is entering the marketing phase of its development and will pursue a strategy of using independent industrial distribution, supported by vigorous marketing communications, to sell computer systems to industrial, military and O.E.M. accounts.

Micro Source is seeking \$4.5 to \$5.0 million of additional funding through loans and/or state grants. New funding will be used for both fixed assets and working capital requirements. Approximately \$1 million would be invested in equipment such as an automated circuit board tester and other equipment needed to support an Incoming Inspection Department, Quality Assurance, Final Testing, Assembly and a Stock Room/Inventory Control function. Working capital would be used to support inventory and accounts receivable build-ups, and fund additional working capital requirements for intensive marketing, advertising and trade show promotion.

2. PRODUCT/TECHNOLOGY

A. Current Products

The current Micro Source product line is its M6000 series of fully integrated, configurable, transportable micro computer systems. Technological innovations which distinguish these systems include these "firsts" in portable computer applications:

- * Built-in dual 5 1/4" floppy disks
- * Linkage of external 8" floppy disks drives with total operating systems capability
- * Integration of 5 1/4" Winchester hard disk drive
- * Built-in 9" CRT
- * Built-in 9" color CRT
- * Integration of multiple printed circuit boards, with six board "slots" available for user configuration

Proprietary STD BUS printed circuitry in the M6000 series provides the support for its distinguishing characteristics:

- * CPU RAM board based on the STD 280A BUS with 64K RAM is uniquely flexible in its ability to allocate memory to either PROM or Dynamic RAM. The board also provides an addressable capacity up to 512K bytes.
- * Floppy Disk Controller board controls four disks in any combination of 8" and 5 1/4" drives. Using industry standard drives it makes these storage capacities possible:
 - 376K on each of 2 double sided, double density built-in 5 1/4" floppy disks.
 - 10.2 M-byte or 20.4 M-byte on a built-in 5 1/4" Winchester hard drive.
 - 1.2 Mbyte on each of 2 external 8" floppy drives. These drives may be configured single sided, single density - the IBM 3740 format; single sided, double density; or double sided, double density.
- * Multi I/O Board provides 2 RS 232 serial ports and one centronix parallel port to support external modem CRT and printer.
- * Multi Layered Video Controller operates either built-in or external monochrome and or color CRT's. Text

display is a full 80 characters by 24 lines with 256 characters available. Ciphers and scrolling are supported and four video attributes are provided for each character. Color CRT's can utilize 16 colors. The system also allows emulation of three popular video terminals.

These above mentioned four boards occupy four of ten slots in the card cage of the M6000 systems. The remaining six slots are available to users through a convenient access panel on the rear of the unit. Commercially available STD BUS boards allow the user to configure. M6000 systems provide the user with the ability of performing such functions as interfacing with industrial control equipment, converting analog to digital (and digital to analog), utilizing 1 Mega byte non-volatile "bubble" memory circuits, camera interfaces and even voice synthesization and recognition functions.

The following functions are available in the current product series of the M6000 system:

Model - M6000P: 2 5 1/4" floppy disks with 376K storage each.

Model - M6000P/H: One 5 1/4" Winchester hard drive which can be formatted for 10Mb or 20Mb capacity and one 376K floppy disk.

Model - M6000P/C: 2 5 1/4" floppy disks with 376K storage each and 9" color CRT.

Model - M6000P/H/C: 1 5 1/4" slim line floppy disk with 376K storage and 5 1/4" Winchester hard drive with 9" color CRT.

B. New Products

Micro Source is completing the R&D work which shall lead to commercially marketable new products within the areas of printed circuitry and configurable systems. These products will enhance current products as well as provide a potential for entry into new markets. They will provide interface capabilities with all popular software systems and memory capacities far beyond the range available in any available transportable system.

Micro Source has completed all R&D on its new series of light weight, portable computers which shall be marketed at the low-end of the existing price structure of the computer market; based upon the sensitive nature of information with respect to this "Project Y", more information will be made available to interested parties only after non-disclosure agreements have been executed.

The Micro Source product development philosophy is user configurability, expandability and interchangeability. Micro Source users buy only the system they need now, knowing that it can be expanded when future needs so dictate. Further, all Micro

Source models are fully compatible. Data and programming diskettes developed in any Micro Source model will operate any other Micro Source model.

Product and technology are Micro Source, Inc's. greatest strengths as the company moves ahead to expand its market entry.

3. MARKETING PLAN

With a solid technological foundation, a year's sales experience and the addition of several key managers, Micro Source is commencing the formalization of a detailed marketing plan based on these concepts:

The market segments to be served with the M6000 series and new products under development include:

- * Industrial users for both control and R&D applications.
- * OEM firms - both builders of equipment and "software packages".
- * The "military market" through direct sales and sales to major prime contractors.
- * Aerospace research.

Entry sales have been made into each of these segments, with excellent reception of the product; the potential for high volume sales in the near future to these markets clearly exists.

The channels of distribution that are being developed include:

- * Manufacturer's Representative organizations which have a successful record of systems sales and established customers in one or more of the segments we wish to serve.
- * Wholesale Distributors of electronic industrial equipment, and components, with multi branch original and/or potential, operations.

This network of sales organizations will be supported with:

- * Advertising in business, trade and vocational publications which will be structured for horizontal reach to the broad audience of business executives and planners and for vertical impact on engineers, designers and scientists who are potential users of configurable computer systems.
- * Direct mail advertising targeted by SIC classification and user vocation.

- * Aggressive participation in major trade shows such as Comdex, Interface and the National Computer Conference and support for distributor participation in regional and state level shows.
- * Public relations activities aimed at raising Micro Source's profile in the business, trade and vocational press.
- * Training programs for distributor sales personnel which will enhance product knowledge and appreciation of user benefits.
- * Seminars addressed to initial audiences of potential customers to familiarize them with product features and benefits.

The sales strategy will be to: (i) identify; (ii) qualify; (iii) detail; and (iv) close the sale of prospects for, Micro Source systems who have become aware of the product by exposure to a variety of advertising and publicity media. The prospects will be contacted by an independent industrial sales force recruited and directed by Micro Source sales management.

Planned sales growth and product volume for Micro Source during the next five years is as follows:

1984:	\$ 20,000,000
1985:	\$ 50,000,000
1986:	\$ 90,000,000
1987:	\$145,000,000
1988:	\$200,000,000

Though distinctions between market segments for transportable, lightweight and hand held computers are blurred, and still evolving, independent estimates suggest that the market for all kinds of portable computers will reach \$10 billion in five years. The Micro Source share of the total portable computer market is projected to be two percent.

Our competition has been identified as at least eleven firms who market transportable computer systems. Features vary widely but in no event do the existing popular brands approach the power and configurability capacities of Micro Source systems. As we succeed in establishing our brand position and competitive differentiations within the market place, we will occupy a niche which, while highly competitive, will be reasonably secure because of our features of configurability, expandability and interchangeability. Appendix "A" lists our identified competitors and compares systems features.

Pricing for current Micro Source models is at the following suggested retail levels:

M6000P	\$3,900
M6000P/C	\$5,100
M6000P/H	\$6,395
M6000P/H/C	\$8,100

These prices include a highly competitive bundle of software which includes word processing supplemented by spelling and variable form correspondence packages, an electronic spread sheet, file management and programming software.

We anticipate that improved purchasing performance, higher volume purchasing, renegotiated software pricing and revision of distributor margins in accordance with industry practice will allow us to reduce our suggested retail pricing by as much as thirty percent. These pricing reductions will further improve our competitive stance and accelerate our market penetration.

4. MANAGEMENT

A. Key Management

Micro Source has moved vigorously in the past ninety days to recruit a corps of mature business executives with diversified experience in both technological and other wide-ranging field. This group of managers is supported by consultative advice from members of the Hi-Tech Executive Committee.

The following is a profile of the current management line-up at Micro Source.

Chief Executive Officer: Edward L. Day

Mr. Day has discharged senior positions ranging from Vice-President/General Manager and Director of International Marketing to Vice-President, Manufacturing for five high technology oriented firms including Texas Instruments, Zilog, Inc. and Intel Corporation over a period of sixteen years. He served as a navigator for nine years with the U.S. Air Force holding the rank of Major. He earned a B.A. in Geology from the University of Texas.

Vice Chairman of the Board and
Executive V.P. Special Projects: J. Robert Gross

Mr. Gross conducted an extensive practice in corporate law for thirty years and participated actively in several successful business enterprises. He recently served as President of Consumer Durable Goods Marketing Company during its successful start-up. He holds a J.D. degree from Ohio State University.

Chief Financial Officer: Thomas H. Miller, C.P.A.

Mr. Miller has eighteen years of business experience including three years as a CFO in the construction industry, two

years as a financial systems consultant and three years of computer software sales experience. He has worked in auditing and tax accounting with a Big 8 firm and as a college instructor. He holds a B.B.A. and J.D. from the University of Toledo.

Chairman of the Board and
Executive V.P. Research and Development: Paul Young

Mr. Young has twelve years experience in the micro computer field, working in Japan as Vice President, Engineering at IDS and in the U.S. in research and applications engineering for Daycom and Mostek. He served four years in intelligence work with the U.S. Air Force. He attended Manchester College in Physics and has done graduate work at the University of Maryland and Case Institute in Computer Science.

Vice President, Engineering: Wayne Weirich

Mr. Weirich worked for fifteen years at Mostek; his most senior position was Design Manager for the STD BUS Design Group. He holds a B.S.E.E. and an M.S.E.E. in Computer Science from the University of Texas.

Vice-President, Sales: Wallace Cowper

Mr. Cowper has ten years sales experience in components with Cramer Electric and Arrow Electronics. He was Manager, group selling systems, at Mostek. He served in the U.S. Army and holds an Associate in Management from Cleveland University.

Sales Manager, East: James Robert Kreeger

Mr. Kreeger worked at the GE and HME Group as a design engineer for nine years and as a field applications engineer for National Semiconductor. His sales experience includes two years with an independent Manufacturer's Rep firm and twelve years of Regional Sales Management responsibilities with National Semiconductor, Mostek, Zilog and Silicon Systems. He holds a B.S.E.E. and M.S.E.E. degrees from Syracuse University.

Sales Manager, West: Lynn Jenkins

Mr. Jenkins has a twenty-five year career which includes service at Hughes Aircraft, Aerojet General, Ampex, Omron, Zilog and NASA. He has participated in the development of the F102 and the titan missile, built and administered national service organizations and advised NASA on data acquisition at its Dup Space Information Facilities. His most recent position was an Area Sales Manager for Zilog.

Field Sales Administrator: Janet Young

Mrs. Young has extensive prior experience with the U.S. Air Force as a Contract Administrator.

Production Manager: Robert R. Rambousek

Mr. Rambousek has twenty-two years of R&D, Engineering and Plant Management experience. He has been associated with Northwestern University and the Cox Coronary Heart Institute in R&D; Dayton Communications Corp. as a Senior Design Engineer; and Techmet Company as a Production Manager. He has also worked in sales of engineering software. He served in the United States Army. His undergraduate study in engineering took place at Marquette University and DeVry Technical Institute and he has done graduate work at Northwestern.

Purchasing Manager: R. Gene Kister

Mr. Kister worked for sixteen years in purchasing with NCR Corporation serving in four different divisions and gaining wide experience in all areas of electronic components. He holds a B.S. in Business Administration from Ball State University.

Director of Marketing Development: Walter S. Harrah

Mr. Harrah has twenty-two years experience in marketing and marketing communications including both industrial consumer goods companies and fourteen years of agency work in which he served several Fortune 500 companies. His work has won national awards for excellence and advertising readership. He recently participated in a successful start-up which grew to nearly \$50,000,000 in sales in its fourth year. He holds his B.A. degree from the University of Toledo.

Executive Committee of Hi-Tech Investment Group, Inc.

The Executive Committee of Hi-Tech Investment provides management oversight to Micro Source and certain of its numbers provide consultative advice to various sectors of Micro Source. The Hi-Tech Investment Executive Committee includes:

Mr. David L. Brooks
President, Br-lyn Inc., Cincinnati

Mr. James W. Hagen
Portfolio Manager, E.F. Hutton Consulting Services

Mr. Stephen M. Edman
E.F. Hutton, Consulting Services

Mr. Edward Kress
Partner, Porter, Wright, Morris & Arthur

Mr. J. Robert Gross

Mr. Brooks and Mr. Hagen provide advice in support of the CFO.

Mr. Edman provides advice in the sales area.

Mr. Kress serves as Corporate Legal Counsel.

Mr. Gross, as noted, serves in an executive capacity with Micro Source.

B. Organization

Mr. Day has been appointed CEO to handle all day-to-day operations and to establish a reporting structure consistent with the company's goals and needs. In the interim, all department heads report to Mr. Gross with the exception that Mr. Kister, purchasing manager, reports to Mr. Miller, CFO. The two area Sales Managers and the Field Sales Administrator report to Mr. Cowper.

C. Compensation and Ownership

Management compensation is consistent with competitive levels in the Dayton area and the high technology fields ranging from \$35,000 to \$125,000 per year for the current Micro Source management group.

Ownership is distinguished between participation in Micro Source and participation in Hi-Tech Investment:

- * Messrs. Young, Cowper, and Weirich and Mrs. Young are shareholders in Micro Source.
- * Messrs. Brooks, Hagen, Edman, Kress and Gross are shareholders in Hi-Tech. Mr. Miller and Mr. Harrah have been offered the opportunity to purchase a small number of Hi-Tech shares.
- * Messrs. Day, Kreeger and Jenkins have employment agreements that allow them to earn shares in Micro Source, Inc. commensurate with their measured performance.

D. Staffing Plan

A staffing plan has not been completed. Priority areas to be addressed include:

- * Production and Test Engineering
- * Quality Control
- * Incoming Inspector
- * Senior R&D personnel
- * Sales administration personnel

- * Administrative personnel in finance and purchasing
- * Marketing activities will be carried out on a contract basis by various advertising and support agencies which are being evaluated for selection now.

5. FINANCE STATEMENTS & PROJECTIONS

A. Past and Present

1. 6-30-82 Appendix "B"
2. 2-28-82 Appendix "C"
3. 4-30-82 Appendix "D"

B. Five Year Proforma Appendix "E"

C. Projected Equity Ownership

Presently there are 444 issued and outstanding shares of common stock of Micro Source, Inc. Pursuant to the March, 1983 Reorganization Agreement between Micro Source, Inc. and Hi-Tech Investment Group, Inc., Hi-Tech has the right to require a merger with Micro Source; immediately after the merger, the shareholders of Hi-Tech shall own forty-two (42%) percent of the issued and outstanding common stock of Micro Source. Hi-Tech will have injected \$1 million in equity to Micro Source as of the time of the merger.

After the Hi-Tech-Micro Source merger, Paul Young and Janet Young will be the beneficial owners of approximately thirty-one (31%) percent of the issued and outstanding common stock of Micro Source. It is anticipated that the merger of Hi-Tech and Micro Source shall take place in August, 1983; prior to the merger, the common stock of Micro Source shall be split to provide for 10,000 authorized common shares. It is anticipated that Micro Source shall issue securities in a public offering, for purposes of working capital requirements and debt repayment, at a time to be determined between Micro Source and its underwriters.

D. R&D Tax Shelter

A Research and Development Tax Shelter is presently being prepared by management of Micro Source. Through the sale of this R&D Tax Shelter, approximately \$1 million of funding for future Research and Development for Micro Source shall be provided. It is anticipated that this \$1 million will be made available to Micro Source during the period of August through October, 1983.

6. OPERATIONS PLAN

Micro Source requires a modern one-level building that provides conventional administrative offices, a sequestered R&D

area, a shipping and receiving area with trailer level truck bays and a production area that must be constantly air-conditioned and dust and static-free. The space required is 60,000 to 70,000 square feet.

Capital equipment required includes an automated circuit board tester, an assembly line and equipment to support Incoming Inspection, Quality Assurance, Final Testing and a Stock Room/Inventory Control function. The approximate cost of this equipment is in excess of \$1 million.

Labor force needs in 1984 will be in the range of one hundred fifty to two hundred administrative and production personnel. Growth to \$200,000,000 in sales in 1988 would produce employment of 900 at our main location.

Our operation is suitable to any geographic location that provides a skilled work force, sufficient utilities and convenient shipping access to major markets throughout the United States. Educational facilities which produce graduates in the electronic and computer science fields, and would fund and participate in R&D projects with Micro Source, would be an additional benefit.

Micro Source has a technological point of view that leads to the development of "hardware" which is extremely receptive to its users' software needs. User expandability and configurability are also features not commonly emphasized in small computer design. User sensitivity is--in effect--an inherent part of our technological point of view.

Our management has been buttressed with executives who have successful records of building companies in this field, mature expertise in their specialties and experience with other successful start-ups. This management is well-equipped to make Micro Source successful.

Risk factor is further reduced by our targeting our effort to deferred market segment which is setting the trend to smaller and less costly portable computer systems. The headlines are going to the desk top computer battleground but the emerging trend is to portability. This market is estimated to be able to reach \$3.5 to \$4.0 billion in 1984 and as much as \$10 billion within five years. With the initial financial support we have outlined Micro Source.

7. RISK

No field in today's world offers the technological and financial horizons which are presented by high technology micro computers. Industry literature is unanimous in stating that the size and cost of small computers are sure to move rapidly downward in the immediate future. As this occurs, the use of small computers in business, industry and homes will continue to

multiply with market saturation being at an almost unforeseeably distant point.

Any firm entering this field with an effectively unique technological point of view, and a sensitivity of user needs, has an excellent opportunity for success provided that: (i) it is responsibly and maturely managed; and (ii) markets intelligently. Historically, high-technology companies have been able to make public offerings, in a strong market, of twenty to twenty-five percent of their ownership and realize a return equal to four times their current sales pace. This return gives them tremendous financial strength with which they can maintain technological leadership and gain an enhanced market position.

July 1, 1983

VERSIONS	7'x17'x20"	10'x16'x11"	8.5'x20'x16"	7.5'x18'x15"	8.8'x18'x11"	7'x13'x17"	8'x18'x15.5"	9'x20'x13"	5.8'x12'x13.6"	8'x18'x16"	6.5'x18'x15.6"	UNK.
HEIGHT	35 lbs.	33 lbs	28 lbs.	31 lbs.	18 lbs.	25 lbs.	26 lbs.	28 lbs.	18 lbs.	28 lbs.	26 lbs.	22 lbs.
LAY SIZE	80 x 24	80 x 25	80 x 25	80 x 25	80 x 25	80 x 25	80 x 24	80 x 24	80 x 24	80 x 25	80 x 24	80 x 25
SIZE + COLOR	9" AMBER	7" AMBER	9"	9" GREEN 9" OR AMBER	7" AMBER	7" AMBER	9" GREEN	7" AMBER	5.5" GREEN	9" GREEN	9x5" GREEN PHOS.	7" GREEN
MEMORY SIZE	64K RAM	64K	128K	128K	256K	64K	64K	128K	64K	128K	80K	64K
DRIVES	TWO	TWO	ONE	TWO	ONE	TWO	TWO	TWO	TWO	TWO	TWO	TWO
TYPE OF DRIVES	FLOPPY	FLOPPY	FLOPPY	FLOPPY	FLOPPY	FLOPPY	FLOPPY	FLOPPY	FLOPPY	FLOPPY	FLOPPY	FLOPPY
NO. OF DRIVES	5 1/4"	5 1/4"	5 1/4"	3 1/2"	5 1/4"	3 1/2"	5 1/4"	5 1/4"	5 1/4"	5 1/4"	5 1/4"	5 1/4"
CAPACITY PER DRIVE	376K	184K	320K	280K	320K	322K	200K	204K	360K	160K	400K	400K
CHESTER DRIVE	OPT. 10MB	OPT. 10MB	N/A	N/A	N/A	N/A	N/A	N/A	N/A	OPT. 5MB	OPT. 5MB	UNK.
RAM	PORT	BUILT IN	OPT.	PORT	PORT	PORT	PORT	PORT	PORT	PORT	PORT	PORT
SIZE KEYBOARD	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES	YES
ERIC KEYPAD	YES	YES	YES	YES	YES	YES	YES	YES	NO	YES	YES	YES
INTER	PORT	BUILT IN	PORT	OPT.	PORT	PORT	PORT	PORT	PORT	PORT	PORT	PORT
D SLOTS AVAIL.	4 - STD	N/A	3 - IBM	2	N/A	5	N/A	N/A	N/A	OPT.	N/A	UNK.
BIT OR 16-BIT	8 BIT	8 BIT	16 BIT	16 BIT	16 BIT	8 BIT	8 BIT	8 BIT	8 BIT	8/16 BIT	8 BIT/16 OPT.	8 BIT
EXPANSION	YES	N/A	YES	YES	N/A	UNK.	N/A	YES	N/A	YES	YES	UNK.
OR CAPABILITY	EXTERNAL	N/A	EXTERNAL	N/A	UNK.	N/A	N/A	N/A	N/A	EXTERNAL	N/A	UNK.
EXTERNAL DRIVE	PORT	PORT	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	UNK.
LING-SYSTEM	2 3/4" FAN	3 1/4" FAN	UNK.	UNK.	UNK.	UNK.	UNK.	FAN	UNK.	UNK.	UNK.	UNK.
EE-488 PORT	N/A	N/A	N/A	N/A	N/A	N/A	N/A	YES	N/A	OPT.	N/A	UNK.
UAL PORT	RS-232	RS-232	OPT.	RS-232	RS232+42	RS-232	RS-232	RS-232	RS-232	YES	RS-232	YES
ALLEL PORT	CENTROMIX	YES	YES	OPT.	YES	YES	YES	YES	N/A	YES	OPT.	YES
RO PROCESSOR	Z80A	Z80A	8088	8088	8088	Z80A	Z80	Z80A	Z80A, 957A	Z80A, 8088	Z80A	UNK.
Y - COMPATIBLE	OPT.	NO	YES	YES	YES	NO	NO	NO	UNK.	YES	NO	NO
TIME CLOCK	YES	YES	NO	YES	YES	UNK.	NO	YES	YES	UNK.	YES	UNK.
CK ALWAYS RUNNING	YES	NO	N/A	UNK.	YES	UNK.	UNK.	NO	YES	UNK.	UNK.	UNK.
ERATING SYSTEM	CP/M 2.2	CP/M 2.2	MS-DOS	MS-DOS	MS-DOS	CP/M	CP/M 2.2	CP/M UCSDP	CP/M	CP/M, MS-DOS	CP/M	CP/M
IDLED SOFTWARE	NOT FOR DISCLOSURE	WORDSTAR, CALCSTAR, SPELLSTAR, MAILMERGE, BASIC, C	MS-DOS, ADVANCED BASIC, MULTIPLAN, WORD PROC., TIME MGR., DATA BASE, MS-BOS	BASIC, MULTIPLAN, WORD PROC., TIME MGR., DATA BASE, MS-BOS	AM. DISK BASIC-80, ADV. MS-DOS, MULTIPLAN, TEXT EDITOR, SPELLBANDER, MAIL. TEMPL., SPELLGUARD, PH. MGT. SYST., SPELLCHECK	CP/M, BASIC-80, ADV. MS-DOS, MULTIPLAN, VALUET, CHARTON II, MULTIPLAN	PERF. WRITER, PERF. SPELLER, PERF. CALC, PERF. FILER, PROFIT PLAN, S-BASIC	WORDSTAR, MAILMERGE, SUPER CALC, C-BASIC, DATA MGR., PERS. PEARL	WORDSTAR + BASIC, MS-DOS, PERF. WRITER, PERF. CALC, PERF. FILER, MENU RUNTIME, C-BASIC MOD.	PERF. WRITER, PERF. SPELLER, PERF. CALC, PERF. FILER, MENU RUNTIME, C-BASIC MOD.	WORDSTAR, MAILMERGE, CALCSTAR	WORDSTAR, MAILMERGE, CALCSTAR
PRICE	UNDER \$1500.	\$3900.	\$2495.	\$4344.	\$3295.	\$3995.	\$1795.	\$2495.	\$2995.	\$1995.	\$2495.	\$1995.